Claims

What is claimed:

1. A method of calculating commissions based upon a plurality of commission plans, each of the plurality of commission plans comprising a commission rule, said commission rule comprising one or more variables, each variable having a component as a data source, said method comprising steps of:

receiving a request to calculate commissions;

selecting at least one commission plan from the plurality of commission plans, each of the at least one commission plan having commissions owing and calculable for a particular date range;

gathering sales records, each sales record comprised of a transaction date falling in the particular date range of one of the at least one commission plan;

completing the following steps for each of the at least one commission plan, (i) finding sales figures for each of the variables comprising the commission rule by applying the component associated with each variable to the sales records, and (ii) solving the commission rule to thereby find the commissions; and

outputting the commissions.

2. The method of claim 1 wherein the step of receiving a request to calculate commissions comprises the step of:

receiving a request to calculate commissions for a specific instance;

and wherein the step of selecting at least one commission plan comprises the step of:

selecting at least one commission plan from the plurality of commission plans, each of the at least one commission plan having commissions owing and calculable for a particular date range at the occurrence of the specific instance.

3. The method of claim 2 wherein the specific instance is chosen from a set of instances generated from a commission policy comprised of a user defined frequency and a user defined start date.

4. The method of claim 3 wherein the user defined frequency is chosen from the group consisting of weekly, bi-weekly, and monthly and the user defined start date is chosen from the group consisting of a date, Monday, Tuesday, Wednesday, Thursday, Friday, Saturday, and Sunday.

5. The method of claim 1 wherein each of the at least one commission plan further comprises a commission frequency, said commission frequency comprising a time interval, said time interval being equal in length to the particular date range and determining when the commissions for the commission plan become owing and calculable on a reoccurring basis.

6. The method of claim 5 wherein the commission frequency is selected from the group consisting of weekly, bi-weekly, and monthly.

7. The method of claim 1 wherein the sales records are gathered from one or more databases.

8. The method of claim 7 wherein the one or more databases contain data originating from an order entry system, billing system or any other source containing records for which commissions can be calculated.

9. The method of claim 8 wherein each of the sales records is further comprised of at least one of the following: a name, an employee id, a name of a product, a quantity of products sold, a work order type, a product code, a flag, a customer name, a net amount, a dollar amount, and a status.

10. The method of claim 1 wherein the at least one commission plan comprises a first commission plan and a second commission plan, the particular date range of the first and second commission plan being distinct.

11. The method of claim 1 wherein each component used as a data source for a variable is user defined.

12. The method of claim 11 wherein each component is capable of being used as a data source for a plurality of variables in a plurality of commission plans.

13. The method of claim 12 wherein the component is selected from the group consisting of a predefined function, a look-up table and a tiered look-up table.

14. The method of claim 13 wherein the predefined function is capable of performing a query on the sales records gathered for any commission plan.

15. The method of claim 15 wherein the query comprises at least one of the functions chosen from Sum, GROUP BY, and Where.

16. The method of claim 13 wherein the look-up table is comprised of a list of attributes and numerical values as defined by the user, each attribute being associated with one of the numerical values.

17. The method of claim 16 wherein the list of attributes is supplied by a master product list defined by the user.

18. The method of claim 13 wherein the tiered look-up table is comprised of a list of numerical ranges and numerical values, each numerical range being associated with one of the numerical values.

19. The method of claim 1 wherein each of the plurality of commission plans further comprises a list of primary recipients and the step of solving the commission rule comprises the step of:

solving the commission rule to thereby calculate the commissions of each of the primary recipients of each of the at least one commission plans.

20. The method of claim 19 wherein the at least one commission plan comprises a first commission plan and a second commission plan, the list of primary recipients for the first commission plan and the second commission plan being distinct.

21. The method of claim 19 wherein the list of primary recipients comprises at least one of the following: a name of a person, a name of a business, a name of a sales channel, a name of an independent contractor, and an identification code representing any of the previously named items.

22. The method of claim 1 further comprising the step of:

validating the sales records for completeness.

23. The method of claim 22 wherein the step of validating the sales records comprises the step of:

comparing the sales records to at least one master list, said master list chosen from a master product list and a master sales personnel list in a defined organizational hierarchy.

24. A method of calculating commissions based on a commission plan, said commission plan comprising a commission rule, said commission rule comprising a variable, said variable having a component as a datasource, said method comprising steps of:

  providing sales records in a database table;

  applying the component to database table thereby extracting sales figures;

  supplying the sales figures to the variable;

  solving the commission rule such that the commissions are calculated;

  outputting the commissions in a usable format.

25. The method of claim 24 wherein the component has been previously defined by a user.

26. The method of claim 25 wherein the user defines the component through a graphical user interface.

27. The method of claim 25 wherein the user defines the component using a programming language to write computer code.

28. The method of claim 24 wherein the component is selected from the group consisting of a predefined function, a look-up table, and a tiered look-up table.

29. The method of claim 28 wherein the user defines the component through a graphical user interface.

30. The method of claim 28 wherein the predefined function is capable of performing a query on the database table, said database table comprising columns and rows, each column identified by a column name and comprising entries, each row comprising a sales record;.

31. The method of claim 30 wherein the query comprises at least one function, the function chosen from a summing function, a grouping function, and a filtering function.

32. The method of claim 31 wherein the summing function is operative to sum the entries in one of columns, said column being selected by the user from a list of available columns provided by the graphical user interface.

33. The method of claim 32 wherein the grouping function is operative in conjunction with the summing function to sum the entries of a first column by the entries in at least one other column, said first and the at least one other column being selected by the user.

34. The method of claim 33 wherein the filtering function is operative to exclude sales records pursuant to criteria defined by the user.

35. The method of claim 34 wherein the criteria is defined by the user entering at least one of the following: the column name, a name of a field, a conditional operator, a name of a product, a numerical amount and a connector.

36. The method of claim 31 wherein the graphical user interface represents the summing function by the term SUM, the grouping function by the term GROUP BY, and the filtering function by the term WHERE.

37. The method of claim 28 wherein the look-up table is operative of awarding a dollar amount for each sale of a particular product, the look-up table comprising a list of products and associated dollar amounts, both the list of products and dollar amounts defined by the user.

38. The method of claim 36 wherein a master product list supplies the list of products.

39. The method of claim 36 wherein the look-up table relies on a predefined function as a data source to supply the values to be compared to the look-up table.

40. The method of claim 28 wherein the tiered look-up table is operative of awarding a dollar amount based upon a quantity of sales, the look-up table comprising a range of values and associated dollar amounts, both the range of values and dollar amounts determined by the user.

41. The method of claim 24 wherein the commission plan further comprises primary recipients, the primary recipients being determined by the user, and the sales figures extracted by the component comprising sales figures for each primary recipient.

42. The method of claim 40 wherein the primary recipients are selected from a list provided by a graphical user interface.

43. The method of claim 40 wherein the step of solving the commission rule further comprises the step of:

finding the commissions for each of the primary recipients.

44. The method of claim 24 wherein the step of providing the sales records further comprises the step of:

providing the sales records from a second database table based upon a commission frequency.

45. The method of claim 43 wherein the second database table comprises sales records from a billing system or an order entry system.

46. A method of calculating commissions on a reoccurring basis from a plurality of sales records stored in a first database, said plurality of sales records being continuously updated, the method comprising the steps of:

(A) defining a commission policy, said commission policy constraining the calculation of the commissions to specific instances;

(B) defining at least one commission plan, each of the at least one commission plan having commissions owing and calculable on a reoccurring basis;

(C) selecting a specific instance to calculate the commissions;

(D) determining which of the at least one commission plan has commissions owing and calculable for the specific instance;

(E) importing sales records for each commission plan having commissions owing and calculable from the first database table into a second database table;

(F) calculating the commissions, said commissions being determined by all of the at least one commission plan having commissions owing and calculable for the specific instance; and

(G) selecting a second instance to calculate commissions and completing the Steps (D), (E) and (F) the second instance.

47. The method of claim 45 further comprising the step of:

defining at least one component; and

wherein each of the at least one commission plan further comprises a commission rule, said commission rule comprising one or more variables, each variable having a component as a data source, a user selecting the component for each variable from the at least one component.

48. The method of claim 46 wherein each of the at least one component is selected by the user from the group consisting of: a predefined function, a look-up table and a tiered look-up table.

49. The method of claim 45 wherein the commission policy comprises a user defined frequency, the user defined frequency determining the specific instances.

50. The method of claim 45 wherein each of the at least one commission plan further comprises a list of primary recipients and Step (F) comprises the step of:

calculating the commissions for each of the primary recipients of each of the at least one commission plans having commissions owing and calculable.

51. The method of claim 45 further comprising the steps of:

creating a master product list; and

validating the completeness of the sales records loaded into the second database prior to the step of calculating the commissions.

52. A computer based method of calculating commissions, said method comprising steps of:

providing a graphical user interface to a user for data input;

receiving user preferences through said graphical user interface;

storing at least a portion of said user preferences in a table;

receiving a request to calculate commissions; and

retrieving and applying said user preferences stored in the table to sales records to thereby calculate the commissions.

53. The method of claim 51 wherein the user preferences comprise a first set of parameters and a second set of parameters, said first set of parameters defining a component and said second set of parameters defining a commission plan.

54. The method of claim 52 wherein the component is chosen from the group consisting of: a predefined function, a look-up table, and a tiered look-up table.

55. The method of claim 52 wherein said second set of parameters further define a commission rule, said commission rule comprising a variable, said variable receiving values from the component.

56. The method of claim 54 wherein second set of parameters further define primary recipients, said primary recipients receiving the benefit of the commission plan.

57. The method of claim 55 wherein the second set of parameters further define a commission frequency, said commission frequency, said commission frequency determining when the commissions for the commission plan become owing and calculable.

58. The method of claim 52 wherein the user preferences further comprise a third set of parameters, said third set of parameters defining a commission policy, said commission policy constraining the calculation of the commissions to specific instances.

59. A method of calculating commissions, said method comprising the steps of:

providing sales records;

applying a component to the sales records thereby extracting sales figures;

supplying the sales figures to a commission rule; and

calculating the commissions.

60. The method of claim 58 further comprising the step of:

providing a list of primary recipients, each of the primary recipient receiving commissions and the sales figures are grouped by the primary recipients.

61. The method of claim 58 wherein the commission rule is used to find the commissions due each of the primary recipients.

62. The method of claim 60 wherein the component is selected from the group consisting of a predefined function, a look-up table, and a tiered look-up table.

63. A method to calculate commissions, the method comprising the steps of:

creating a set of commission plans;

selecting at least one commission plan from the set of commission plans;

collecting sales records for each of the at least one commission plan;

calculating the commissions for the at least one commission plan; and

outputting the commissions.

64. The method of claim 62 wherein all of the steps are adapted to one or more computers.

65. The method of claim 62 further comprising the step of:

selecting a specific instance to calculate the commissions.

66. The method of claim 64 wherein the specific instance at least partially determines the at least one commission plan selected from the set of commission plans.

67. The method of claim 64 wherein each of the at least one commission plan defines a date range, said date range at least partially determining the sales records collected.

68. The method of claim 66 wherein the at least one commission plan is comprised of a first commission plan and a second commission plan.

69. The method of claim 69 wherein the first commission plan defines a first date range and the second commission plan defines a second date range, the sales records collected for the first commission plan spanning the first date range, and the sales records collected for the second commission plan spanning the second date range.

70. The method of claim 68 wherein the first date range and the second date range are the same or different.

71. The method of claim 68 wherein the sales records collected for the first commission plan are stored in a first import table and the sales records collected for the second commission plan are stored in a second import table.

72. The method of claim 70 wherein the first import table and the second import table are the same import table or different import tables.

73. The method of claim 67 wherein both the first and second commission plan each further comprise a commission rule, said commission rule comprising one or more variables, each of the variables receiving sales figures from a component.

74. The method of claim 72 wherein a first variable in the commission rule of the first commission plan receives values from a first component and a second variable in the commission rule of the second commission plan receives values from a second component.

75. The method of claim 73 wherein the first component and the second component are the same or different.

76. The method of claim 74 wherein the first component is chosen from the group consisting of a predefined function, a look-up table, and a tiered look-up table, and the second component is chosen from the list consisting of a predefined function, a look-up table, and a tiered look-up table.

77. The method of claim 67 wherein the first commission plan comprises a first list of primary recipients and the second commission plan comprises a second list of primary recipients, each recipient receiving commissions, if owing.

78. The method of claim 76 wherein the first list of primary recipients and the second list of primary recipients comprise the same primary recipients or different primary recipients.

79. A method of determining the commissions of a sales force on a hierarchal basis, said method comprising the steps of:

defining an organizational hierarchy for the sales force;

defining a commission plan, said commission plan comprising a list of primary recipients, each of the primary recipients receiving commissions based upon the sales of subordinates, said commission plan further comprising a commission rule;

determining the subordinates of each of the primary recipients from the organizational hierarchy after receiving a request to calculate commissions for a specific instance from the organizational hierarchy;

importing the sales records of the subordinates of each of the primary recipients to an import table;

applying the commission rule to the import table thereby determining the commissions of the primary recipients based upon the sales of the subordinates.

80. The method of claim 78 wherein the organizational hierarchy is created by using a graphical user interface.

81. The method of claim 79 wherein the list of primary recipients identifies a first primary recipient and a second primary recipient, the subordinates of the first primary recipient being distinct from the subordinates of the second primary recipient.

82. The method of claim 78 wherein the commission rule comprises a variable, the variable receiving values from a component and the step of applying the commission rule further comprises the step of:

applying the component to the import table to extract sales figures, said sales figures supplying the values to the variable.

83. The method of claim 81 wherein the import table comprises a plurality of import tables.

84. The method of claim 78 further comprising the step of:

modifying the organizational hierarchy after the step of creating the commission plan.

85. The method of claim 83 wherein the organizational hierarchy is independent of the commission plan.

86. A method of calculating sales commissions, the method comprising the steps of:

creating a commission plan, said commission plan defining at least one date range

for which the commissions will be calculated; said commission plan further comprising a

commission rule; said commission rule comprising a variable, said variable receiving data

from a component;

selecting a first date range from the at least one date range and providing sales

records for the first date range;

applying the component to the sales records of the first date range thereby

extracting sales figures for the first date range;

applying the commission rule to the sales figures for the first date range such that

the commissions for the first date range are calculated; and

outputting the commissions.

87. The method of claim 85 wherein the component is chosen from a predefined

function, a look-up table and a tiered look-up table.

88. The method of claim 85 further comprising the steps of:

selecting a second date range from the at least one date range and providing sales

records for the second date range;

applying the component to the sales records of the second date range thereby

extracting sales figures for the second date range; and

applying the commission rule to the sales figures for the second date range such

that the commissions for the second date range are calculated.

89. The method of claim 85 wherein the at least one date range is generated from a commission frequency.

90. A method of calculating commissions comprising the steps of:

identifying recipients of the commissions;

providing sales records for the recipients in a database table, the database table being organized into a plurality of columns, each column comprising entries;

manipulating the database table to thereby extract sales figures;

applying a commission rule to the sales figures to thereby calculate the commissions of each recipient; and

outputting the commissions.

91. The method of claim 89 wherein the step of manipulating the sales records is comprised of selecting a column in the database table and at least one of the following steps:

aggregating the entries of the column to find a sum;

grouping the sum by individual groups; and

filtering a portion of the sales records from consideration.

92. The method of claim 89 wherein the step of manipulating the sales records comprises the step of applying a query to the database table.

93. The method of claim 91 wherein the query is composed using a structured query language.

94. The method of claim 92 wherein the query is comprised of a SELECT function and at least one function chosen from SUM, GROUP BY, and WHERE.

95. The step of claim 91 further comprising the step of comparing the sales figures extracted by the query to a look-up table or a tiered look-up table to find sales totals and the step of applying a predetermined commission rule comprising the step of:

applying the predetermined commission rule to the sales totals to thereby calculate the commissions of each recipient.

96. A method of calculating commissions, the method comprising the steps of:

providing sales records;

providing at least one commission plan;

applying each of the at least one commission plan to the sales records; and

determining the commission.

97. The method of claim 95 wherein all of the steps are adapted to one or more computers.

98. The method of claim 96 wherein the step of providing sales records comprises the step of:

selecting the sales records from a plurality of sales records based upon a set of criteria.

99. The method of claim 97 further comprising the step of:

determining at least partially the set of criteria from the at least one commission plan.

100. The method of claim 97 wherein the plurality of sales records comprises billing records or order entry records.

101. The method of claim 95 wherein the sales records populate a first database table.

102. The method of claim 100 wherein the sales records have been imported from a second database table populated with billing records or order entry records.

103. The method of claim 95, wherein the step of providing sales records comprises the steps of:

searching a first database table populated with a plurality of sales records based upon a set of criteria;

selecting the sales records, each of the sales records meeting the set of criteria; and

importing the sales records to a second database table.

104. The method of claim 102 wherein the first database table comprises a plurality of sales records from a billing system or an order entry system.

105. The method of claim 102 wherein the first database table comprises a plurality of database tables.

106. The method of claim 102 wherein each of the at least one commission plan comprises an activation date, the activation date of each of the at least one commission plan at least partially determining the set of criteria.

107. The method of claim 102 wherein each of the at least one commission plan comprises a commission frequency, the commission frequency of each of the at least one commission plan at least partially determining the set of criteria.

108. The method of claim 102 wherein each of the at least one commission plan comprises a group of primary recipients, the group of primary recipients of each of the at least one commission plan at least partially determining the set of criteria.

109. The method of claim 102 wherein each of the at least one commission plan comprises primary recipients and at least one parameter chosen from an activation date and a plan frequency, the group of primary recipients and the at least one parameter at least partially determining the set of criteria.

110. The method of claim 95 wherein each of the at least one commission plan defines a plan class, the plan class determining whether the sales commission is based upon individual sales or the sales of others.

111. The method of claim 95 wherein each of the at least one commission plan comprises an activation date.

112. The method of claim 95 wherein each of the at least one commission plan comprises primary recipients.

113. The method of claim 95 wherein each of the at least one commission plan comprises a commission frequency, the commission frequency operative to determines when commissions become owing and calculable on a reoccurring basis.

114. The method of claim 112 wherein the commission frequency is further operative to determine a date range for which the commissions will be calculated.

115. The method of claim 95 wherein each of the at least one commission plan comprises a commission rule, said commission rule comprising a variable, said variable receiving values from a component.

116. The method of claim 95 wherein each of the at least one commission plan is comprised of a commission rule and primary recipients.

117. The method of claim 115 wherein each of the at least one commission plan is further comprised of a parameter, said parameter chosen from a commission frequency, a plan class, and an activation date.

118. The method of claim 115 wherein each of the at least one commission plan is further comprised of a parameter, said parameter chosen from an aggregation component and a component.

119. The method of claim 95 wherein each of the at least one commission plan is comprised of a plan class, an aggregation component, an activation date, primary recipients, a plan frequency, and a commission rule.

120. The method of claim 95 wherein the step of providing at least one commission plan comprises the step of:

selecting a specific instance to calculate commissions; and

selecting the at least one commission plan from a group of commission plans based at least partially on the specific instance.

121. The method of claim 119 wherein the specific instances are selected from a set of instances, the set of instances being determined from a commission policy.

122. The method of claim 120 wherein each commission plan in the group of commission plans is comprised of a plan status, the plan status selected from the group of active, inactive, and retired, and the step of selecting the at least one commission plan being further based at least partially on the plan status.

123. The method of claim 95 further comprising the steps of:

providing a master product list; and

validating the sales records for completeness.

124. A system for calculating commissions based a plurality of commission plans, each of the said commission plans comprising a commission rule, said commission

rule comprising one or variables, each variable having a component as a data source, said system comprising:

an interface means for receiving a request to calculate commissions;

a selecting means for selecting at least one commission plan having commissions owing and calculable from the plurality of commission plans;

an import means for importing sales records for each of the commission plans having commissions owing and calculable;

an extraction means for applying each component of each of the at least one commission plan to the sales records to thereby extract sales figures;

a calculation means for solving the commission rule using the sales figures extracted from the sales records; and

a outputting means to display the commissions.

125. The system of claim 123 wherein the interface means receives a request to calculate commissions for a specific instance and the selecting means selects commission plans having commissions owing and calculable for the specific instance.

126. The system of claim 124 further comprising a generating means for generating a set of instances based upon a user defined frequency and start date, the specific instance being chosen from the set of instances.

127. The system of claim 125 wherein the user defined frequency is chosen from the group consisting of weekly, bi-weekly, and monthly and the start date is chosen from the group consisting of a date, Monday, Tuesday, Wednesday, Thursday, Friday, Saturday, and Sunday.

128. The system of claim 123 wherein each of the at least one commission plan further comprises a commission frequency, said commission frequency comprising a time interval, said time interval being equal in length to the particular date range and determining when the commissions for the commission plan become owing and calculable on a reoccurring basis.

129. The system of claim 127 wherein the commission frequency is selected from the group consisting of weekly, bi-weekly, and monthly.

130. The system of claim 123 wherein the import means imports the sales records from one or more databases.

131. The system of claim 129 wherein the one or more databases contain sales records originating from an order entry system, a billing system or any other source containing sales records for which commissions can be calculated.

132. The system of claim 130 wherein each of the sales records is comprised of at least one of the following: a name, an employee id, a name of a product, a quantity of products sold, a work order type, a product code, a flag, a customer name, a net amount, a dollar amount, and a status.

133. The system of claim 123 wherein each component is selected from the group consisting of a predefined function, a look-up table and a tiered look-up table.

134. The system of claim 132 wherein the predefined function is operative to perform a query on the sales records gathered for any commission plan and the extraction means applies the query to the sales records to thereby extract the sales figures.

135. The system of claim 133 wherein parameters of the predefined function are stored in a table and the extraction means creates the query from the parameters contained in the table and then applies the query to the sales records to extract the sales figures.

136. The system of claim 134 wherein the extraction means appends a name or sales id to the query prior to applying it to the sales records in order to filter any records not pertaining to the name or sales id.

137. The system of claim 135 wherein the extraction means further appends a date range to the query prior to applying it to the sales records, said date range comprising

the date range for which the commissions are owing and calculable for the commission plan to which the predefined function pertains.

138. The system of claim 123 wherein the extraction means applies a predefined function serving as a source to a look-up table or a tiered look-up table to the sales records to thereby extract the sales figures.

139. The system of claim 137 wherein the predefined function is operative to perform a query on the sales records gathered for any commission plan and the extraction means applies the query to the sales records to thereby extract the sales figures.

140. The system of claim 138 wherein parameters of the predefined function are stored in a table and the extraction means creates the query from the parameters contained in the table and then applies the query to the sales records to extract the sales figures.

141. The system of claim 139 wherein the extraction means appends a name or sales id to the query prior to applying it to the sales records in order to filter any records not pertaining to the name or sales id.

142. The system of claim 140 wherein the extraction means further appends a date range to the query prior to applying it to the sales records, said date range being the

date range for which the commissions are owing and calculable for the commission plan to which the predefined function pertains.

143. The system of claim 140 wherein the name or sales id appended to the query by the extraction means is a primary recipient or a subordinate of a primary recipient.

144. The system of claim 123 further comprising a validating means for validating the completeness of the sales records, said validating means comparing a master product list to the sales records.

145. A system to calculate commissions based on a commission plan, said commission plan comprising a commission rule, said commission rule comprising a component, the system comprising:

an import means for providing sales records in a first database table;

an extraction means for applying the component to the database table thereby extracting sales figures into a second database table;

a calculating means for solving the commission rule such that the commissions are calculated from the second database table, said commissions being stored in a third database table; and

an outputting means for displaying the commissions in the third database table.

146. The system of claim 144 further comprising an interface means for receiving user input, said user input comprising parameters to define the commission plan and the commission rule, said parameters being stored in a fourth database table.

147. The system of claim 145 wherein the user input further comprises parameters to define the component, said parameters being stored in a fifth database table.

148. The system of claim 146 wherein the interface means is a graphical user interface.

149. The system of claim 146 wherein the extraction means assembles a query from at least a portion of the parameters defining the component in the fifth database table and then applies the query to the first database table, the results of the query being stored in the second database table.

150. The system of claim 148 wherein the parameters comprise an aggregation column and optionally a GROUP BY clause and a WHERE clause.

151. The system of claim 148 wherein the calculating means forms an arithmetic expression for each row in the second database table pursuant to the commission rule and solves the arithmetic expression and stores the results in the third database table.

152. The system of claim 150 wherein the calculating means compares an entry in each of the rows of the second database table to a look-up table or a tiered look-up table and awards a value based upon that comparison.

153. The system of claim 151 wherein parameters defining the look-up table or tiered look-up table are stored in a seventh database table.

154. The system of claim 144 further comprising an interface means for receiving user input, said user input comprising a master product list, said master product list being stored in a fourth database table, and the system further comprising a validating means for validating the completeness of the sales records, said validating means comparing the master product list in the fourth database table to the sales records in the first database table.

155. A system for calculating commissions on a reoccurring basis from a plurality of sales records stored in a first database table, said plurality of sales records being continuously updated, the system comprising:

an interface means for accepting user input to define a commission policy and at least one commission plan, each of the at least one commission plan having commissions owing and calculable on a reoccurring basis, said interface means further capable of receiving a request from a user to calculate commissions for a specific instance chosen from a plurality of specific instances;

a selecting means for selecting commission plans having commissions owing and calculable for the specific instance from the at least one commission plan; and

an import means for providing sales records in a second database table for each commission plan having commissions owing and calculable for the specific instance from the plurality of sales records in the first database table; and

a calculation means for calculating the commissions for the specific instance.

156. The system of claim 154 wherein the interface means is further capable of receiving user input to define at least one component and each of the at least one commission plan further comprises a commission rule, said commission rule comprising one or more variables, each variable having a component as a data source, said interface means allowing a user to select the component for each variable from the at least one component.

157. The system of claim 155 wherein each of the at least one component is defined by the user as a predefined function, a look-up table or a tiered look-up table.

158. The system of claim 154 wherein the interface means is further capable of receiving user input to define a commission policy, and the system further comprises a generation means for generating the plurality of specific instances from the commission policy.

159. The system of claim 154 wherein the interface means is further capable of receiving user input to define a list of primary recipients for each of the at least one commission plan and the calculating means is further capable of calculating the commissions for each of the primary recipients of each of commission plans having commissions owing and calculable for the specific instance.

160. A system for calculating commissions, said system comprising:

an import means for providing sales records;

an extraction means for applying a component to the sales records thereby extracting sales figures the sales records;

a calculation means for supplying the sales figures to a commission rule and solving the commission rule to thereby calculate the commissions; and

a outputting means for displaying the commissions.

161. The system of claim 159 further comprising an interface means for accepting user input to define a list of primary recipients.

162. The system of claim 160 wherein the extracting means is further capable of applying the component to the sales records for each of the primary recipients and thereby extracting sales figures for each of the primary recipients.

163. The system of claim 161 wherein the calculation means is further capable of supplying the sales figures to the commission rule and solving the commission rule for each of the primary recipients to thereby calculate the commissions for each of the primary recipients.

164. The system of claim 161 wherein the component is selected from the group consisting of a predefined function, a look-up table, and a tiered look-up table.

165. A system for determining the commissions of a sales force on a hierarchal basis, said system comprising:

an interface means for accepting user input to define an organizational hierarchy for the sales force and a commission plan, said commission plan comprising a list of primary recipients, each of the primary recipients receiving commissions based upon sales of subordinates, said commission plan further comprising a commission rule;

a determining means for determining the subordinates of each of the primary recipients from the organizational hierarchy after receiving a request to calculate commissions for a specific instance;

an importing means for providing sales records of the subordinates of each of the primary recipients;

a calculating means for applying the commission rule to the sales records thereby determining the commissions of the primary recipients based upon the sales of the subordinates.

166. The system of claim 164 wherein the interface means is a graphical user interface.

167. The system of claim 164 wherein the commission rule comprises a variable, the variable receiving values from a component, the component being defined by the user input.

168. The system of claim 166 wherein the component comprises a query, said calculating means further capable of appending the query to only include sales records of the subordinates.

169. The system of claim 167 wherein the interface means is further capable of receiving additional user input to modify the organizational hierarchy after the commissions have been calculated.